L.A./L.B./Oakland Ports To Busan, South Korea

Pistachios

Monthly Market Share For: December 1996

Month\Year: 2\59

Month Year: 2\59								Surcharg				
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec ARB	Cotton R.	Size	ContainerRate
Cho Yang	100%	31%	14 Days	\$1,322	\$112 ¹		3%	\$40 ¹				\$1,514

¹ Rate is per container

Issue Date: February 28, 1997

L.A./L.B./Oakland Ports To Hong Kong

Pistachios

Monthly Market Share For: December 1996

Month\Year: 63\845 Surcharges: Market Market **Transit Carrier** Share Share CY **Time** Ocean Rate **BAF** CY**CAF THC** CFS Rec ARB Cotton R. Size **ContainerRate** cosco \$112¹ \$950.00 17.5 KT \$1,062 30% 16% 24 Days ΑI \$112¹ Hapag-Lloyd 16% 7% \$1,092 ΑI 17.5 KT \$1,204 19 Days \$112¹ Hyundai \$1,142 17.5 KT \$1,254 13% 19% 16 Days ΑI \$112¹ Yang Ming \$932.00 17.5 KT \$1,044 13% 5% 22 Days ΑI 16 Days OOCL \$1,092 \$112¹ \$1,204 13% 5% ΑI 17.5 KT \$112¹ \$1,092 ΑI 17.5 KT Maersk 8% 24% 14 Days \$1,204 Mitsui OSK 17 Days \$1,092 \$112¹ 17.5 KT \$1,204 3% 7% ΑI 2% \$112¹ 17.5 KT 22 Days \$1,312 \$1,424 Evergreen 2% ΑI \$112¹ \$1,066 ΑI 17.5 KT \$1,178 Senator 2% 0% 14 Days

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¹ Rate is per container

L.A./L.B./Oakland Ports To Jakarta, Indonesia

Pistachios

Monthly Market Share For: December 1996

Month\Year: 3\9

Month\Year: 3\9												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec ARB	Cotton R.	Size	ContainerRate
Maersk	67%	56%	23 Days	\$1,636	\$112 ¹			Al			17.5 KT	\$1,748
Hapag-Lloyd	33%	0%	29 Days	\$1,636	\$112 ¹			ΑI			17.5 KT	\$1,748
APL	0%	44%	30 Days	\$1,636	\$112 ¹			Al			17.5 KT	\$1,748

¹ Rate is per container

Issue Date: February 28, 1997

L.A./L.B./Oakland Ports To Keelung, Taiwan

Pistachios

Monthly Market Share For: December 1996

Month\Year: $8\64$ Surcharges: Market Market **Transit** Carrier Share Share CY Time Ocean Rate **BAF** CY**THC** CFS Rec ARB Cotton R. Size **ContainerRate** CAF\$112¹ 9% 17.5 KT \$1,330 OOCL 75% 16% 16 Days \$1,117 ΑI

Kline	13%	2%	14 Days	\$1,117	\$112 ¹	9%	ΑI	17.5 KT	\$1,330
Zim Line	13%	2%	25 Days	\$893.00	\$112 ¹	Al	ΑI		\$1,005
Neptune	0%	26%	34 Days	\$1,117	\$112 ¹	9%	ΑI	17.5 KT	\$1,330
Maersk	0%	23%	18 Days	\$1,117	\$112 ¹	9%	ΑI	17.5 KT	\$1,330

¹ Rate is per container

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L.A./L.B./Oakland Ports To PT Kelang, Malaysia

Pistachios

Monthly Market Share For: December 1996

Month\Year: 2\14

Month\Year: 2\14	Surcharges:												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
OOCL	100%	22%	22 Days	\$1,536	\$112 ¹			Al				17.5 KT	\$1,648
APL	0%	36%	25 Days	\$1,536	\$112 ¹			ΑI				17.5 KT	\$1,648

¹ Rate is per container

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L.A./L.B./Oakland Ports To Singapore

0%

0%

8%

6%

Pistachios

16%

ΑI

ΑI

ΑI

17.5 KT

\$1,611

\$1,350

Monthly Market Share For: December 1996

20 Days

28 Days

\$1,292

\$1,330

Month\Year: 21\137 Surcharges: Market Market **Transit** Time Carrier Share Share CY Ocean Rate **BAF** CY**CAF THC** CFS Rec ARB Cotton R. Size **ContainerRate** \$112¹ Hapag-Lloyd \$1,292 16% 17.5 KT \$1,611 29% 8% 24 Days ΑI \$112¹ OOCL 24% 7% 22 Days \$1,292 16% ΑI 17.5 KT \$1,611 \$1,292 \$112¹ ΑI 17.5 KT 22 Days \$1,611 Maersk 14% 27% 16% \$112¹ Hanjin 24 Days \$1,289 17.5 KT 14% 16% 16% ΑI \$1,607 P&O Nedlloyd 24 Days \$1,292 \$112 17.5 KT \$1,611 14% 4% 16% ΑI \$112¹ \$1,141 16% ΑI 17.5 KT Cho Yang 5% 1% 23 Days \$1,436

\$112¹

\$20¹

K Line

cosco

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¹ Rate is per container

L.A./L.B./Oakland Ports To Tokyo, Japan

Pistachios

Monthly Market Share For: December 1996

Month\Year: 4\24

Month\Year: 4\24												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec ARB	Cotton R.	Size	ContainerRate
Mexican Line	50%	18%	10 Days	\$1,023	\$112 ¹		47%	Al			17.5 KT	\$1,616
Hanjin	25%	8%	11 Days	\$620.00	\$112 ¹		47%	\$453 ¹			17.5 KT	\$1,476
K Line	25%	4%	10 Days	\$1,142	\$112 ¹		Al	Al			17.5 KT	\$1,254

¹ Rate is per container

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